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REG. U. S.

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PATENT  
"It's Coated"



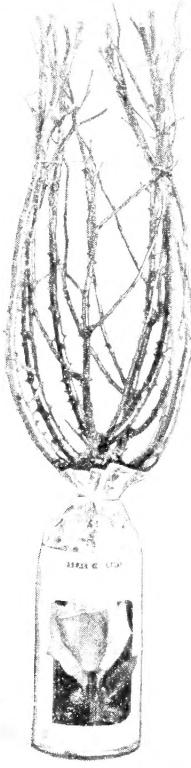
C. E. WILSON NURSERIES  
JACKSONVILLE, TEXAS • PHONE 4117



# THIS TRADEMARK HAS CUSTOMER CONFIDENCE BUILDS SALES FOR YOU!

The SEAL-KRAFT trademark used to identify nursery stock packaged by the patented SEAL-KRAFT process since its inception is familiar to millions of satisfied customers who know from experience that SEAL-KRAFT plants live, grow, and bloom.

For you, the dealer, SEAL-KRAFT stands for even more — it means the utmost in care and protection for the life of every trademarked plant from its inception in the nursery until final planting in the consumer's garden. This adds up to sales and profits for you.



## DELUXE SILVER SEAL

(Package Patent Pending)

- A premium package designed not only for sales appeal but for maximum plant protection.
- Plants extra heavy — only best 10% of crop used in this package.
- Most moisture-vapor proof aluminum foil laminated paper known is used to retain moisture around roots.
- Casing heat sealed for positive moisture-vapor control at all points.
- Attractive 6 x 3 inch 4 color variety illustration.
- Maximum sales control assured with these plants set off by striking lustre of the silver casing and 4 color variety picture.

## ALL NEW GOLD SEAL

(Package Patent Pending)

- An entirely new plant package designed by us for introduction fall 1948 — spring 1949.
- Only strong 1 plants used in this package.
- New type plastic film with extremely low moisture-vapor transmission used to retain moisture around roots.
- All seams heat sealed for positive moisture-vapor control.
- Package label kept in clean attractive condition at all times by extra protective covering of plastic film.
- Attractive color of package itself plus 4 color 6 x 3 inch illustration provides ample sales appeal.

## STANDARD RED SEAL

(Package Patent Pending)

- The original SEAL-KRAFT package that pioneered modern methods of merchandising plants in retail stores.
- Strong medium grade plants. No small light grade plants used in this package.
- Moisture around root retained by special grade of duplex paper with extra coating of asphalt to provide maximum waterproofness for this type of paper.
- Two ties securely hold wrapping around roots — prevent unwrapping while on display.
- Attractive 6 x 3 inch 4 color variety illustration.
- The best package of this type on the market regardless of price.

ALL PACKAGE ARE CLEAN AND NEAT APPEARING.

REQUIRE NO WATER



# Your Best Buy In Packaged Nursery Stock

## Fall 1950--Spring 1951

### HERE'S THE HOW AND WHY.

#### QUALITY

Real Honest Quality is the greatest single reason for Seal-Kraft success. It is based on three factors—plants, plant storage facilities and plant packages.

#### PLANTS

Scientific production methods—Fertilization—Regular dusting—Cultivation, etc. insure quality of Seal-Kraft plants. Uniform grading standards throughout entire season—not big one time and small the next. Certified disease and insect free by state department of agriculture.

#### REFRIGERATED STORAGE FOR PRESERVATION OF PLANT VITALITY

Our refrigerated cold storage warehouse was designed and built specifically to meet the exacting temperature and humidity requirements for proper storage of rose bushes. It affords positive protection at all times against damage from freezes—devitalizing growth induced by heat—loss of moisture from any cause. Any plant given less protection than that afforded Seal-Kraft plants possesses less vitality. **SEAL-KRAFT IS THE BEST PLANT LIFE INSURANCE YOU CAN BUY.**

#### PLANT PACKAGES

Seal-Kraft plant packages enjoy undisputed leadership in their field. Every package has been designed for maximum plant protection and sales appeal; and, to accomplish these objectives without adding excess transportation or material costs that add little to the protection or value of the plant itself.

#### SERVICE

From distribution point or nursery, you have Seal-Kraft plants when and as **YOU** want them. **ALL BUILDINGS, EQUIPMENT, AND OPERATIONS HAVE BEEN DESIGNED SPECIFICALLY FOR THE PACKAGED PLANT BUSINESS—IT IS NOT A SIDE LINE WITH US.** No delays for Seal-Kraft plants because of bad weather, lack of supplies or plants, or inadequate facilities to handle the big rush. Stock shipped every day by 3 railroads, 4 truck lines, and fast express service.

#### DEPENDABILITY

Forty-five years of pioneering and specializing in the growing, handling, storage, and packaging of plants for **SAFE** distribution to the ultimate consumer is the foundation of our experience and know how. This, together with our unexcelled facilities to perform all operations at the right time, plus proven performance, is the basis of our reputation for dependability.

#### PRICED RIGHT

Not so low that we can't do the job right.  
Not so high that you can't be competitive or make a profit.

**Compare All Ways And You Will Buy "Seal-Kraft"**

**C.E. Wilson Nurseries •**

JACKSONVILLE, TEXAS  
Telephone 4117



U. S. Patent  
1894506



# PRICE AND VARIETY LIST

## FALL 1950--SPRING 1951

### STANDARD VARIETIES OF ROSE BUSHES

Brand Symbol	Brand	Type of Package	No. Units to Carton	No. of Plants to Unit	Approx. Unit Wgt.	Unit Cost. F. O. B. F. O. B. J'ville Dis. Pt.
AAA	Deluxe Silver Seal	Aluminum Foil Casing	12	1	2 3/4	\$.65 \$.70
A	Gold Seal	Plastic Film	12 & 24	1	1 3/4	.50 .55
B	Red Seal	Moisture Proof	24 & 36	1	1 1/4	.35 .40
*RB5	Special Bundle at 5	Duplex Crepe Paper	12 & 18	5	3 1/2	1.65 1.75

\* See note on next page.

6-15-50-D

### IMPORTANT NOTE ON PRICES

Whenever possible, orders for all customers in a general area will be shipped in a pool car and placed in cold storage at a central distribution point. Freight and cold storage charges will be paid by us. Stock may be withdrawn from storage by the customer whenever he wishes, with customer paying only charges from cold storage warehouse to his store. In such cases stock will be billed for at prices shown in "F. O. B. Distribution Point" column. All stock shipped direct from nursery cold storage will be billed for at the prices shown in the column "F. O. B. Jacksonville" and the customer will pay transportation charges from Jacksonville. Shipping orders in pool cars effects savings in transportation costs even though the base cost is higher. See last page for list of distribution points and order instructions.

### VARIETY LIST

#### Everblooming Bush Roses—70 to 90% of total sales.

REDS—30-35% of bush sales.

Ami Quinard  
Better Times  
E. G. Hill  
Etoile de Hollande  
F. S. Key  
Grenoble  
Poinsettia  
Red Radiance

YELOWS—15-20% of bush rose sales.

Golden Charm  
Golden Dawn  
Golden Ophelia  
Lady Hillingdon  
Sunburst

MULTI-COLORED—15-20% of bush rose sales

Condesa de Sastago  
Pres. Hoover  
Talisman

PINKS—15-20% of bush sales.

Betty Uprichard  
Briarcliff  
Edith Nellie Perkins  
Editor McFarland  
Pink Radiance

WHITES—8-12% of bush rose sales.

Frau Karl Druschki  
K. A. Victoria  
Konigin Luise

BABY OR POLYONTHA—3-5% of bush rose sales.

Cecil Brunner—Pink sweetheart  
Golden Salmon—Orange  
Ideal—Red  
Katherine Zeimet—White

#### Climbing Rose Bushes—10 to 20% of Total Sales

##### HARDY CLIMBERS

Cl. Amer. Beauty Carmine  
Dorothy Perkins Pink  
Dr. Van Fleet Pink  
Primrose Yellow  
Paul's Scarlet Scarlet  
Silver Moon White

##### EVERBLOOMING CLIMBERS

Blaze Everblooming Paul's Scarlet  
Cl. Golden Charm Yellow  
Cl. Pink Radiance Pink  
Cl. Pres. Hoover Multi-colored  
Cl. Red Radiance Red  
Cl. Talisman Multi-colored

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## NEW ROSE INTRODUCTIONS—PATENTED VARIETIES

### Sell Patented Roses. Cash in on Extensive National Advertising.

New and improved varieties of rose bushes are being developed and introduced all the time. The better varieties are being given extensive publicity through newspapers and magazine articles and advertising with the result that there is a very large demand for them. The following are offered beautifully packaged with full four color variety picture. In accordance with the terms of the patent owners these bushes must not be sold at retail for less than the established minimum prices listed below; nor can they be offered in special combinations at special prices except with other patented roses. In general, packaged patented roses are retailed at 25c over the minimum retail price, but may be sold at any price above the minimum.

### VARIETY LIST AND MINIMUM RETAIL PRICES

All these roses including climbers are everblooming.

#### Red H. T.

	Patent No.	
Bravo . . . . .	Pat. App. For . .	\$2.00
Crimson Glory . . . . .	105 . . .	\$1.35
**Mirandy . . . . .	632 . . .	1.50
**Nocturne . . . . .	713 . . .	1.50
New Yorker . . . . .	823 . . .	2.00
*Tallyho . . . . .	828 . . .	1.75

#### Pink H. T.

**Charlotte Armstrong . .	455 . . .	1.50
**Katherine Marshall . .	607 . . .	1.35
*Mary Margaret McBride .	537 . . .	1.50

#### Yellow H. T.

*Diamond Jubilee . . .	824 . . .	2.00
**Lowell Thomas . . . .	595 . . .	1.50
**Peace . . . . .	591 . . .	2.00
*Sutters Gold . . . . .	885 . . .	2.00

#### Multi-colored H. T.

Countess Vandal . . . . .	38 . . .	\$1.35
**Forty-Niner . . . . .	792 . . .	1.75
**Taffeta . . . . .	716 . . .	1.50

#### Climbers

Doublons (yellow) . . .	152 . . .	1.50
Golden Climber . . . .	28 . . .	1.50

#### Floribunda

*Fashion (peach) . . . .	789 . . .	2.00
*Floradora (red) . . . .	789 . . .	1.25
Goldilocks (yellow) . . .	672 . . .	1.50
Holiday (multi-colored) .	915 . . .	1.50
Pinocchio (pink) . . . .	484 . . .	1.25
Red Pinocchio (red) . .	812 . . .	1.50
Pinkie (pink) . . . . .	712 . . .	1.50
Summer Snow (white) . .	416 . . .	1.25
World's Fair (red) . . .	362 . . .	1.25

\* All America Rose Selection Winners

\*\* Varieties so marked are from top ten varieties selected as best of all new roses. These varieties will receive special publicity this year.

### COST PRICE SCHEDULE

Minimum Retail Price . . .	\$1.25	1.35	1.50	1.75	2.00	2.50
Suggested Retail Price . .	1.50	1.60	1.75	2.00	2.25	2.75
Your Cost F. O. B. Jacksonville . .	.90	.95	1.05	1.20	1.35	1.65
Add 5c per plant for your cost F. O. B. Distribution Point.						

### PLANT PATENT NOTICE

"THE following provisions apply to all patented and trademarked plants. Each of the plants so indicated is a patented variety under the laws of the United States and any assexual reproduction, or distribution by sale, gift or otherwise of scions, buds or cuttings therefrom for reproduction without license from the patent owners, constitutes an infringement of the patent for same. Any unauthorized reproduction, sale or other distribution of reproducing propagating material of these plants covered by the patents, under the names and/or trade-marks of the patent owners, or any other name or names, will render the reproducer, seller and distributor thereof liable to prosecution for infringement under the United States Patent and Trade Mark Laws."

### RB5—BUNDLE OF 5 ROSE BUSHES

5 Heavy medium grade plants well branched and with well developed root system. Packed in special moisture proof bags and carrying full 4 color picture.  
Quality equal to our Red Seal B individually packaged plants. Ideal for promotional purposes and for the customer who wants to make a unit purchase for his rose garden. Available in following assortments:

#### RB-5 ASST. NO. 1

1 Ami Quinard	1 Golden Charm
1 Etoile de Hollande	1 Editor McFarland
	1 Talisman

#### RB-5 ASST. NO. 2

1 Red Rose	1 White Rose
1 Pink Rose	1 Yellow Rose
	1 Multi-colored Rose

#### RB5 ASST. NO. 3

3 Red Radiance
2 Pink Radiance

#### RB5 ASST. NO. 4

5 Red Radiance
5 Pink Radiance

#### RB5 ASST. NO. 5

5 Pink Radiance
5 Pink Radiance

## SAVE ON TRANSPORTATION COSTS THROUGH OUR COLD STORAGE DISTRIBUTION PLAN.

If you are located east of the Mississippi River or more than 500 miles from Jacksonville, Texas

### Here's what we will do.

1. Whenever firm orders for any general area total a minimum carload (10,000 units) we will make a pool car shipment to a cold storage warehouse in advance of earliest shipping date.
2. We will pay the freight and cold storage charges.
3. We will bill you at distribution point prices when car is shipped.

### Here's what you do.

1. At the earliest possible date send us your firm order for your entire season's requirements. This order may be broken down into several orders or lots of a size to accommodate your sales for 10 days or 2 weeks.
2. You may withdraw your stock from storage in lots whenever and as you need it by merely notifying the cold storage company.
3. You pay transportation charges from the cold storage warehouse to your store.
4. You pay us net 30 days for each lot from date the lot is withdrawn from storage.

### YOU benefit under this plan by:

1. Lower delivered cost. Even though the base price is higher, your delivered cost will be less because of the high express rates that apply when stock is shipped direct from nursery.
2. Being able to exploit favorable weather conditions to the fullest by withdrawing stock on short notice. Conversely if weather conditions are bad you may delay withdrawal.
3. Maximum reduction in shrinkage. Since you may withdraw stock only as needed, spoilage should be practically eliminated.
4. Customer satisfaction and good will. Since you will be always selling nursery fresh stock from storage, customer complaints should be negligible.

### What we cannot do:

1. Place unordered stock in storage. Still high packaging and transportation charges make the risk too great. Special orders to fill out fast moving varieties and to supplement original orders will be shipped promptly from our nursery cold storage at Jacksonville, Texas, and will be billed for at the F. O. B. Jacksonville price, with customer paying the transportation charges from Jacksonville.
2. Except in a few instances where trucks can be used, we cannot ship to cold storage for later distribution in less than carload lots. Such lots would have to be shipped by express at rates 3-4 times the carload freight rates.

### This plan works—A proven success.

This plan has been operated successfully at the following points: Atlanta, Ga., Albuquerque, N. M., Amarillo, Texas, Colo. Springs, Colorado, Denver, Colorado, Pueblo, Colorado, Kansas City, Kansas, Orlando, Florida, Richmond, Virginia, St. Louis, Mo.

It can and will be worked in any locality where proper storage facilities are available and sufficient orders in a general area total a minimum carload of 10,000 units.

**Place your order AT ONCE and be sure to get in on the benefits of this plan.**

*C. E. Wilson Nurseries •*

Telephone 4117  
JACKSONVILLE, TEXAS

**VARIETIES:** There are over 5,000 different varieties of roses known. It, is, of course, impossible for us to sell all varieties. Therefore, we grow and list only the most outstanding varieties chosen both for their superior characteristics as plants and for their proven ability as sales leaders.

**GRADES OF PLANTS:** We have always maintained our own standards of grading for our various brands of packaged plants. Because of numerous requests for comparison of our brands with AAN (American Association of Nurserymen) standards, the following is noted. There is no comparable grade for our Silver Seal. Only the heaviest and most select plants with a minimum of 4 heavy canes from the best 10% of our crop are used in this grade. Plants in our Gold Seal brand have a minimum of 3 heavy canes and are never less than a No. 1; plants in our Red Seal brand are heavy, well branched, medium or 1½ grade. Plants in our RC5 are never less than No. 2 grade with a minimum of 2 canes.

**BULK OR BARE ROOT ROSE BUSHES:** In addition to our packaged plants we are in a position to supply rose bushes in bulk, bare root (not individually packaged). Our cold storage and shipping facilities are unexcelled and enable us to make shipment of good strong plants in the best of condition anytime from 1st of October to 1st of May. Write for our special price and variety list.

**MAIL ORDER SERVICE:** In addition to our regular line of packaged plants for counter sales we are prepared to handle special orders for direct shipment to your customers. Write for details and price schedule.

**IMITATIONS:** To avoid any confusion or misunderstanding (which have resulted in loss and considerable embarrassment to many) as to our identity and locations we make the following statements. All packaged plants sold by C. E. Wilson Nurseries of Jacksonville, Texas, and Wilson's Nurseries of Manchester, Connecticut, are completely protected by the patented SEAL-KRAFT process—the original wax coating process. Conversely SEAL-KRAFT packaged plants are grown, processed, and packaged only by C. E. Wilson Nurseries of Jacksonville, Texas, and Wilson's Nurseries of Manchester, Connecticut. **We have absolutely no connection with any other nurseries bearing the Wilson name or any other name.**

#### LOOK FOR THIS TRADE-MARK



**SHIPPING SEASON:** Fall planting normally can be accomplished any time after October 1st and since fall is the best time of year for planting in the South, more and more customers are purchasing their plants at that time. Stores are advised to take advantage of this trend and increase their plant sales by ordering shipments for October and November. Weather conditions permitting, our shipping season starts October 1st and shipments can be made anytime thereafter. Also, because of our cold storage facilities, shipments can be extended through April thus increasing the length of the selling season.

**TERMS:** Orders should be made out in multiples of 6 of a variety. Deluxe Silver Seal in all instances, and Gold Seal Brand where so specified on orders, will be packed 12 to a carton suitable for display use. Otherwise, orders will be shipped in convenient size cartons with quantities as indicated in price schedules. All prices quoted are wholesale prices, net 30 days from date of invoice. Prices are for immediate acceptance only. All stock is offered subject to being unsold on receipt of order and without liability to us should the stock be injured by frost, hail, fire or other cause beyond our control.

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JACKSONVILLE, TEXAS



# SHRUBS--VINES--HEDGING

Brand Symbol	Brand	Type of Package	No. Units to Carton	No. of Plants to Unit	Approx. Unit Wt.	Unit F. O. B. J'ville	Cost F. O. B. Dis. Pt.
A	Gold Seal	Plastic Film	12 & 24	1	1 1/2	\$.40	\$.45
B	Red Seal	Moisture Proof Duplex Crepe Paper	24 & 36	1	1 1/4	.30	.33

NOTE: Do not confuse our shrubs with improperly packaged light plants. All Seal-Kraft shrubs have at least two canes for Red Seal grade and three to five canes for the Gold Seal grade. Tops of all plants are neatly tied and cut to a uniform height and are packaged as carefully and completely as our rose bushes. Each plant has a four color variety picture label and tops are Seal-Kraft wax coated for maximum protection.

## VARIETY LIST

### Flowering Shrubs—10 to 20% of Total Sales.

Variety	Color of Flowers	Variety	Color of Flowers
Althea	Pink	Honeysuckle Bush	Red
Althea	Red	Honeysuckle Bush	White
Althea	Purple	Hydrangea	White
Althea	White	Japan Quince	Orange Red
Butterfly Bush	Lilac	Lilac	Purple
Crape Myrtle	Pink	Spirea	Red
Crape Myrtle	Red	Spirea	White
Dogwood, Red Branched	White	Syringa, Mock Orange	White
Forsythia	Yellow	Weigelia	Red
Honeysuckle Bush	Pink	Weigelia	Pink.

### Climbing and Flowering Vines—3 to 5% of Total Sales

Variety	Color of Flowers	Variety	Color of Flowers
Boston Ivy	3 Leaf Ivy	Honeysuckle	Yellow
Clematis	White	Wisteria	Purple
		Wisteria	White

### Hedging—3 to 5% of Total Sales

California Privet

Amoor River Privet

### SEAL-KRAFT Bundles of 10 Plants

Red Seal Brand	Cost per bundle F. O. B.	J'ville	Dist. Pt.	Weight
		55	65	1 to 2 lbs.

**"Seal-Kraft" Processed Plants Mean Bigger Profits For You**

*C. E. Wilson Nurseries •*

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JACKSONVILLE, TEXAS

- All SEAL-KRAFT plants are carefully pruned and tops tied for a clean, neat appearance.

- SEAL-KRAFT plants are scientifically grown in our own nurseries — only the Best of Plants are packaged.

- Tops of all plants are coated by the original SEAL-KRAFT patented process to prevent loss of moisture here.

- SEAL-KRAFT wax coating — the original wax coating for packaged plants — will not chip, peel, or crack off—stays on, provides lasting protection.

- Only plants protected by the patented SEAL-KRAFT process can be waxed at the neck to provide a complete seal against loss of moisture.

- Simple, easy to understand, planting instructions on every SEAL-KRAFT package.

- Beautiful four color illustrations with cultural information give SEAL-KRAFT packages irresistible sales appeal.

- All roots are carefully wrapped in moisture retaining packing material and protected by a moistureproof covering.

# HANDLING, STORAGE, & SHIPPING FACILITIES AT THEIR BEST

. . . A very important reason why SEAL-KRAFT processed plants mean bigger profits for you.



JACKSONVILLE, TEXAS  
Serving the South, Midwest and West

Improper handling can kill the best plant in the world in a few minutes. To prevent this we have developed and built special handling equipment for many operations such as planting, cultivating, digging, bundling, transporting, storage and grading. All are important but perhaps the most important is our storage facilities. At the left is shown our new cold storage plant at Jacksonville, Texas, near our Texas Nurseries in the largest rose growing section in the country. This plant, designed by us, has storage capacity of over three quarters of a million plants. Modern air conditioning and refrigeration equipment keep both humidity and temperature accurately controlled to the exacting



MANCHESTER, CONNECTICUT  
Serving the Northeast

storage conditions required for nursery stock. Our storage and handling facilities at Manchester are equally complete and adequate. Our processing equipment and facilities designed by us for our particular needs are unexcelled. Available floor space is well over an acre. Combined capacity is over 15,000 plants a day. Both storage and shipping centers are ideally situated to give preferred shipping service in their respective areas. With all these necessary facilities we can dig when plants are dormant and possess their maximum vitality; keep them at this peak condition in our storage plants; process and package them under ideal conditions at the most desirable time; and ship them to you in perfect condition when you want them.

## PLANNED SALES HELPS INCREASE PROFITS

Although all SEAL-KRAFT packaged plants are prepared for greatest sales appeal within themselves, additional help for sales promotion is available in the form of illustrative counter cards, large 3 color streamers, advertising mats, etc. Deluxe Silver Seal in all instances and Gold Seal when so specified are packed one dozen to a case with beautiful color display card suitable for display purposes as illustrated at the right.



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